



SUOMINEN Q3/2024

Tommi Björnman, President and CEO
Janne Silonsaari, CFO

November 6, 2024

Agenda

Q3/2024 in brief

Financial review

Progress in strategy

Outlook 2024

Q&A

November 6, 2024





Q3/2024 in brief

Q3/2024 in brief

- Net sales increased by 5% and amounted to EUR 111.6 million (106.4)
- Comparable EBITDA decreased to EUR 3.3 million (5.2) impacted negatively by approximately EUR 3 million related to operational issues
- Cash flow from operations was EUR -2.6 million (8.0)

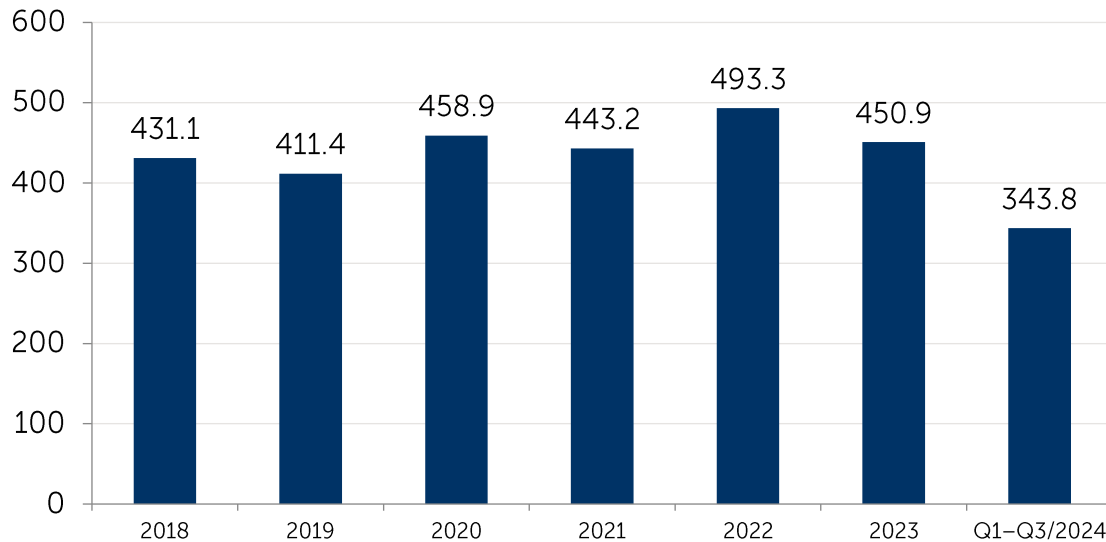
Q1–Q3/2024 in brief

- Net sales increased by 2% from the corresponding period of 2023 and were EUR 343.8 million (335.9)
- Comparable EBITDA increased to EUR 12.8 million (10.5)
- Cash flow from operations was EUR -2.6 million (17.6)

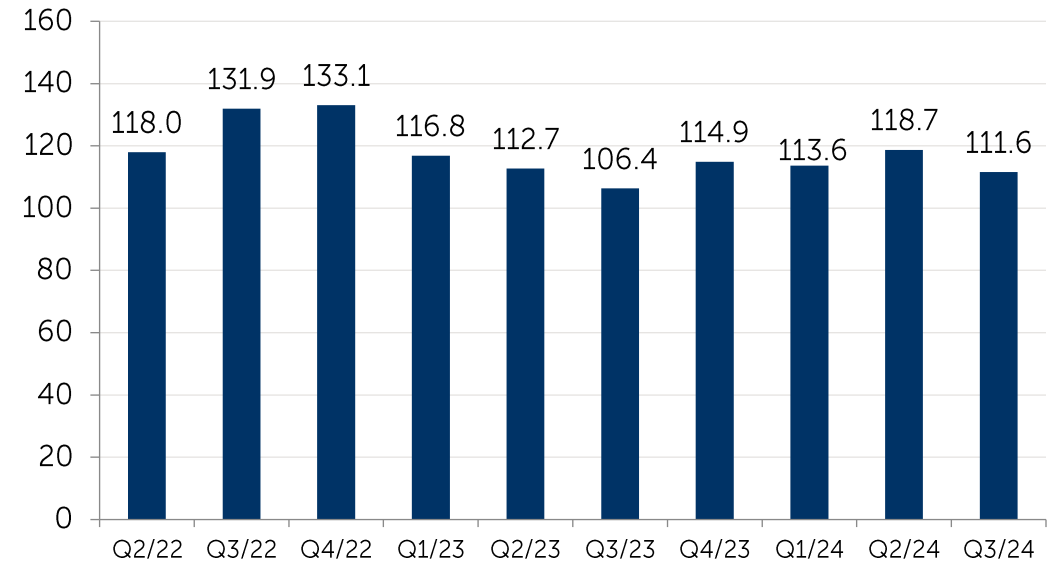
FINANCIAL REVIEW

Net sales

Net sales, EUR million



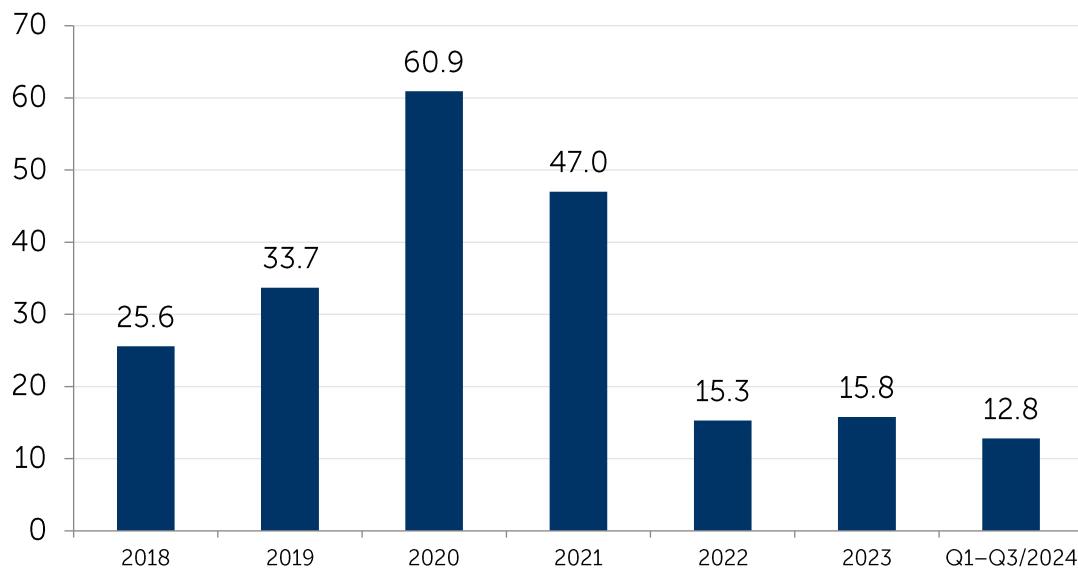
Net sales, EUR million



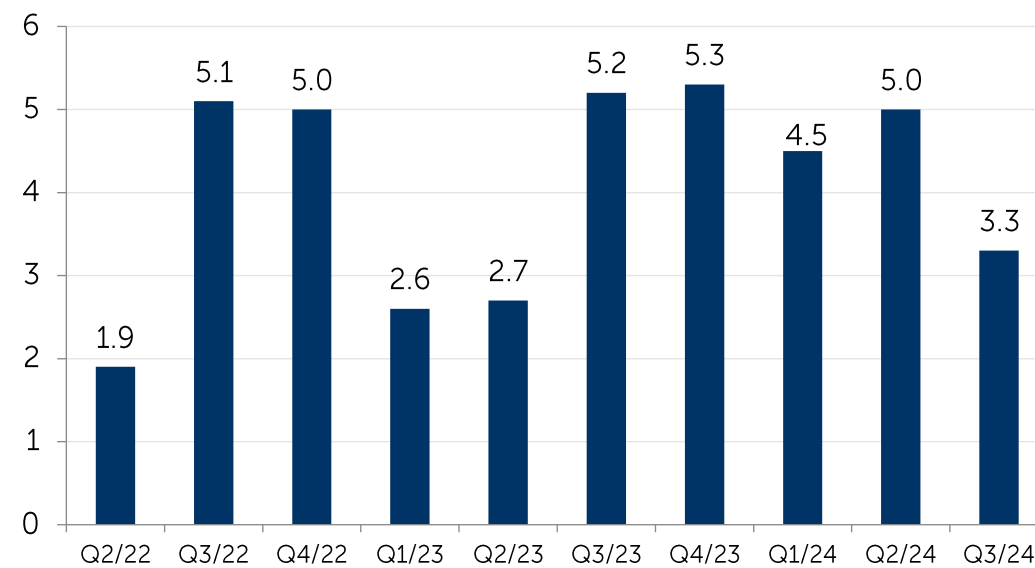
- Sales volumes, sales prices as well as sales margins increased from Q3/2023
- Currencies impacted the net sales negatively by EUR 1.4 million in Q3/2024
- Share of new products exceeded 30% in Q3/2024 and 35% in Q1-Q3/2024

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- Comparable EBITDA in Q3/2024 was EUR 3.3 million and 12.8 million in January–September 2024
- Higher sales volumes as well as lower raw material costs contributed to the improvement in comparable EBITDA in January–September 2024
- The effect of currencies on the comparable EBITDA was EUR -0.3 million in Q3 and EUR -0.4 million in January–September 2024

Consolidated statement of profit or loss

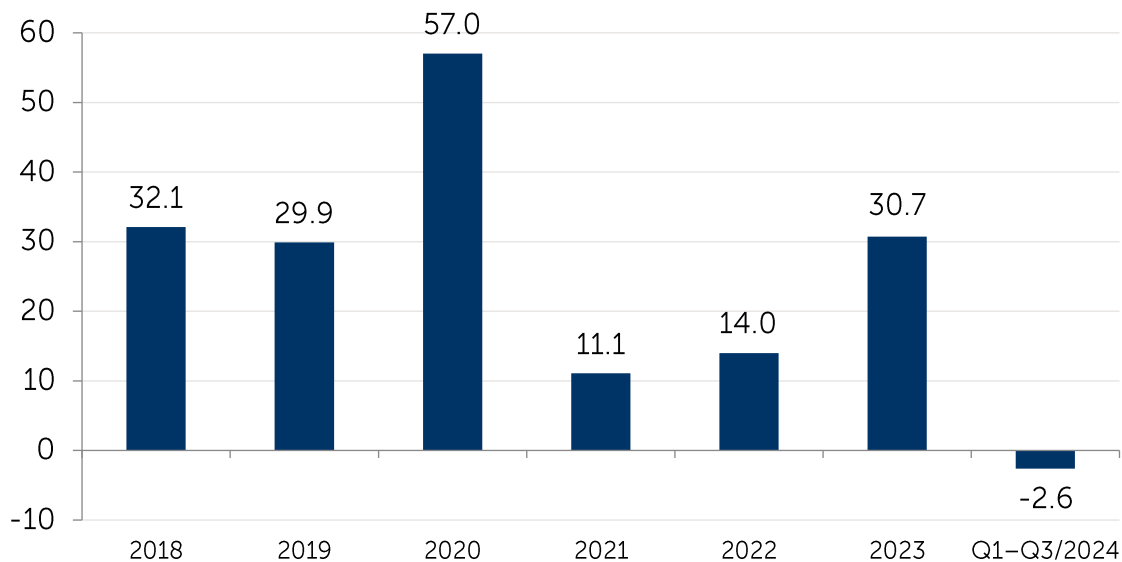
EUR thousand	7-9/2024	7-9/2023	1-9/2024	1-9/2023	1-12/2023
Net sales	111,553	106,447	343,808	335,913	450,851
Cost of goods sold	-106,410	-100,087	-321,610	-321,631	-428,122
Gross profit	5,143	6,360	22,198	14,282	22,729
Other operating income	1,548	2,537	2,743	4,276	4,802
Sales, marketing and administration expenses	-7,209	-6,879	-24,018	-21,118	-28,497
Research and development expenses	-1,115	-1,010	-3,260	-2,996	-3,851
Other operating expenses	225	-367	210	-2,619	-2,700
Operating profit	-1,409	640	-2,126	-8,175	-7,517
Net financial expenses	-1,926	-1,152	-3,811	-3,982	-5,987
Profit before income taxes	-3,335	-512	-5,937	-12,158	-13,504
Income taxes	143	1,288	-198	798	719
Profit for the period	-3,192	776	-6,135	-11,359	-12,786
Earnings per share, EUR					
Basic	-0.06	0.01	-0.11	-0.20	-0.22
Diluted	-0.06	0.01	-0.11	-0.20	-0.22

The figures include items affecting comparability arising from:

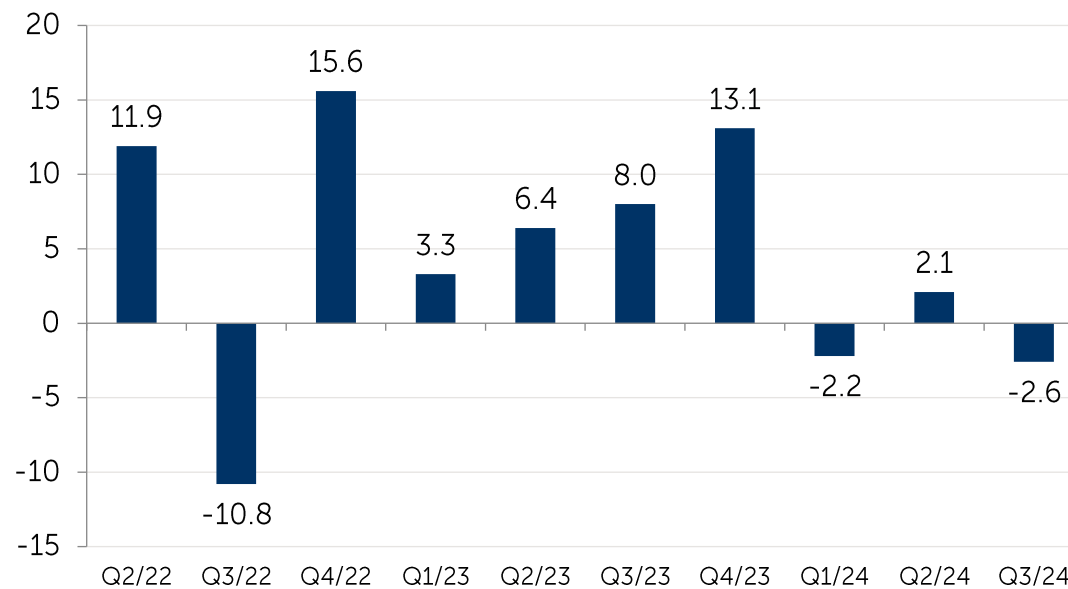
- Mozzate plant closure
- Restructuring program

Cash flow from operations

Cash flow from operations, EUR million

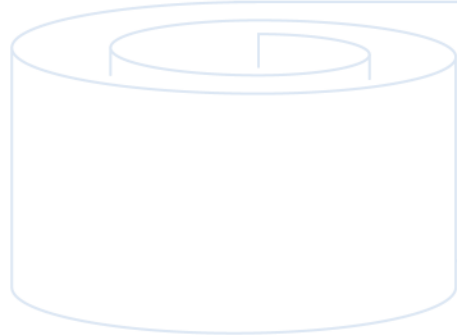


Cash flow from operations, EUR million



- Cash flow from operations was EUR -2.6 million in Q3/24 and EUR -2.6 million in January–September 2024
- The decline in the cash flow from operations for January–September was mainly due to more capital tied to net working capital, especially in inventory

PROGRESS IN STRATEGY



Mission

Enabling our customers to win by creating quality nonwovens

Vision

Frontrunner for nonwovens innovation and sustainability

Strategy: Growth and profitability through sustainability, customer focus and efficiency

We will grow by creating innovative and more sustainable nonwovens for our customers and improve our profitability through more efficient operations and a high performance culture. Our main focus is on wipes.

We will strengthen our capabilities in Europe and Americas, and evaluate opportunities in Asia.

Strategic focus areas

Operational excellence

Sustainability leadership

Differentiate with innovation and commercial excellence

Great place to work

Dual operating model

Values

Ownership

Teamwork

Performance

Integrity



Suominen awarded Gold Medal from its 2024 EcoVadis assessment

Suominen has taken part in the EcoVadis assessment in 2024 for the third time and improved its score from a Silver Medal level to a Gold Medal level. This result places Suominen in the top 1% of companies in the manufacture of other textiles industry and in the top 5% of all companies in all industries rated by EcoVadis.



Suominen invests in increasing capacity in sustainable products by establishing a new production line at its Alicante site

With this investment we respond to the accelerating demand of sustainable nonwovens in Europe. The total value of the investment is approximately EUR 20 million and the investment project will be completed in the second half of 2025.

OUTLOOK



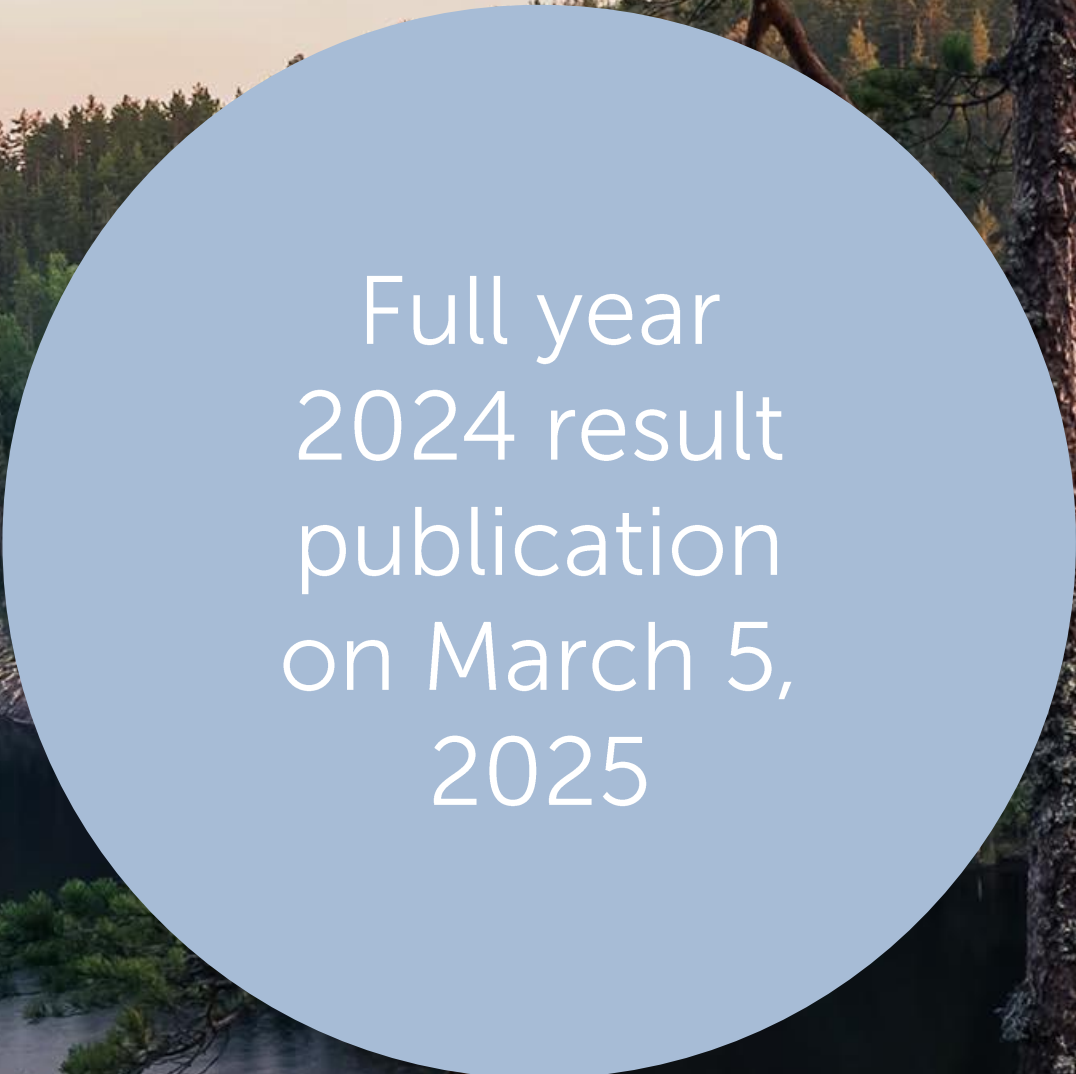
Outlook 2024

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2024 will increase from 2023.

In 2023, Suominen's comparable EBITDA was EUR 15.8 million.



Q&A



Full year
2024 result
publication
on March 5,
2025



PURE NORDIC QUALITY